

BPPA-VT Board Meeting March 27, 2013 Rutland

Meeting Notes

In attendance: Jonathan Dancing, Malcolm Gray, Philip Cecchini, Allan Bullis, Bill Morrissey, Chuck Reiss, Paul Zabriskie, Richard Faesy, Steve Spatz, Tom Perry, Walter Scott, Melanie Paskevitch, Ken Welch, Nick Byk, Bob Heddin

Approval of last meeting's minutes

- Approved

Review of current agenda: additions, deletions

- Paul Zabriskie circulated the Weatherization Program Policies and Procedures Manual and asked if this would be a good starting point for BPPA-VT to establish industry standards. The manual can be found at:
http://dcf.vermont.gov/oeo/weatherization_manual

Next meeting:

- April 17, 2013 4-7 at the EnergySmart / CVCAC Weatherization Offices 131 Main Street, Unit 1, Barre VT
- In general, meetings will be held on the third Thursday of the month

Board Issues

Activate committees

- Committees need to meet and start reporting to Exec Director and Chair 1 week prior to scheduled meeting with agenda items / Status
- ED and Chair will set the agenda from those reports
- ACTION – Jonathan to coordinate with Committee Chairs to initiate this process

BPPA Mission Statement

- Revision/refinement of the mission sent around needs committee attention, comments have been circulated RICHARD FASEY to circulate and have available for next meeting

Existing Mission Statement:

The Building Performance Professionals Association of Vermont's mission is to promote and develop energy efficiency standards and advance the building performance industry in Vermont.

Proposed Mission Statements:

The Building Performance Professionals Association of Vermont's mission is to advance

Vermont's building performance industry and promote meaningful building performance standards.

The Building Performance Professionals Association of Vermont's mission is to support and represent our members' interests as we work to develop and promote the building performance industry in the state of Vermont

- ACTION – a final read and provide comments to Malcolm and Jonathan prior to next meeting.

Legal Committee

- Officers and directors insurance needed as well as professional liability insurance is needed ACTION: Jonathan will follow up with insurance agent and Efficiency First
- Report on anti-trust – things we should be aware of.
 - The definition and rules around Anti-trust is being researched as it pertains to the BPPA board, its members etc. What is very clear is that we should not be discussing pricing or setting a price point for any service.
- ACTION: Jonathan and Legal committee to obtain guidance to understand parameters to establish policy

General

- CEED Funds update
 - --- PSB issued order as proposed by GMP – on March 22, 2013 full text can be found at: <http://psb.vermont.gov/sites/psb/files/orders/2013/2013-03/7988CEEDfund2013AnnualPlan.pdf>
 - Deadline for work is April 2014
 - A number of great programs are included in the document with BPPA member support and hard work.
ACTION: None
- Report on BPPA capacity survey

An informal survey was circulated at the January EVT contractor meeting. We received - responses from 32 out of 70 contractors. Other contractors will be contacted

Initial results from **these 32 contractors: (numbers inc. EnergySmart)**

 - Average firm focuses 49% of their time on HPwES work
 - There are 67.5 full time and 21 part time employees dedicated to HP work
 - There are 36 Cello blowers and 19 foam rigs
 - 630 jobs were done through HPwES – plus another 155 that were not run through HPwES
 - 32% expressed some or a lot of interest in growing their HPwES work

- The reasons for not expanding vary ... with low volume of work leading the pack followed by difficulty in making a profit and low financial resources a close 3rd
- The industry needs more leads
- 300-400 additional jobs possible [from this group]
- Observations – these results do not show that we have sufficient capacity to meet the 20% by 2020 goals. More study needed.
- ACTION: Malcolm and Jonathan to solicit response from the 38 contractors who did not respond and work to analyze results.

- **Begin to integrate efforts with Efficiency First**
ACTION: Jonathan to contact Efficiency First to get guidance on insurance issues and how we could align efforts.

NW Program Updates, CAKE, Clinton Foundation, Expansion Plans

- Per Melanie –HEAT Squad expanding to Addison, Bennington, Windsor, Windsor (NW in Springfield will participate) 5 staff will be added
- Clinton Foundation - starting next week working with 4 employers to deliver energy efficiency through trusted messenger - in this case the Employer
- CAKE systems April launch is imminent for HEAT squad contractors – there is a cost to the contractors -- \$450 annual fee, plus a desk review fee
 - CAKE systems will generate savings report, it integrates with EVT HEAT tool, CAKE customer report gives savings range, BTU/year generated
- ACTION: None

High Meadows Fund meeting(s) updates

Dept of Public Service Impact Report

- BPPA agenda for supporting Vermont's existing BP businesses with a comprehensive business management training program

Other meetings

- Reported by Richard Fasey's meetings with from Gaye Symington - how can the market expand? Based on market research by interviewing prior customers, customers who have been audited but not moving forward and those who have done nothing:
 - Of 650 home owners who have done nothing --76% do not believe they will get the results presented ---
 - Do we need a new financing product? No, things are moving forward in several arenas – Banks/ Credit Unions/ PACE
 - Would a savings guarantee help? Those discussing are not willing to move forward on

guarantees as savings reported from HERO are in question.

- how do we build confidence?
 - One option is to identify contractors who have history of getting results and putting a guarantee behind them
 - Create peer group of contractors who get training in sales and management, how to grow sales, how to grow margins, etc to be peer mentors and under strong controls, experiment with various tools to determine what can make the most significant difference.

ACTION: ALL Make sure your HERO results make sense.

Jonathan and Malcolm will follow up with HMF to confirm possibility of support for this effort and draft a proposal.

- Observation on a number of initiatives – given the various efforts to build the market from NWWVT, HEAT Squad, Clinton Foundation --- Do contractors believe we should use resources to develop the market from a contractor perspective or should we continue to use most of our resources to develop agencies that contractors will then be dependent on for their work?
- ACTION: BPPA position paper forthcoming. 1st draft by Jonathan

Partnering with Fuel Dealers is moving forward

- Partnering with fuel dealers with the Green Mountain Power Cold-Climate Heat Pump Program. Additional information to be up on EVT site in mid April

ACTION: All – become familiar with program and see how you can participate for the benefit of your customers.

Legislative

- Energy efficiency is not getting support from Governor to generate revenues for Energy Improvements.
- Due to potential conflicts of interest between BPPA and WAP Paul Zabriskie stepped down from chair of the Legislative committee. Richard Fasey nominated to take his place – not immediately accepted.
- ACTION: Malcolm and Jonathan to nominate a Chair for this position.
Jonathan will attempt to contact Governor for meeting
Jonathan will also secure meeting with Chris Recchia, Dept. of Public Service

Professional Development, Market Expansion

- CSE/EVT BP training,
 - Allan and EVT are working to finalize plans for implementation of the CSE/EVT CEED proposal.
 - Allan Bullis is to create proposal for the BPPA to do work for VNA as a publicity effort.

Communications

- Jonathan and others are in conversation with Hawks Mountain Consulting to create web and social media presence. Jonathan is also asking Chris Miller if he is interested in doing some of this work.
- ACTION: Jonathan will flesh out needs, scope and obtain proposal.

Membership

- Malcolm point person with Steve, Bill, Jonathan & Allan working on committee.
- ACTION: Malcolm will send out draft of enrollment goals and strategy.